

EXHIBIT 6

MAO DECLARATION OPPOSITION TO GOOGLE'S MOTION TO EXCLUDE LASINSKI

DOCUMENT SOUGHT TO BE SEALED



Privacy & Settings

App Measurement Overview for Kishore GPL/PM



Oct 2019

■cteng, ■praendle, ■vpopa

Agenda

| Topic | Minutes | Clock |
|------------------------|---------|-------|
| Intros / Apps Overview | 5 | :00 |
| SDK | 15 | :05 |
| [REDACTED] | 5 | :20 |
| EVCs | 10 | :25 |
| [REDACTED] | 5 | :35 |
| Incrementality | 10 | :40 |
| GA Smart Data | 5 | :50 |
| Wrap Up / Action Items | 5 | :55 |

Google

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How are App Campaigns different?

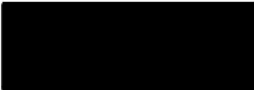
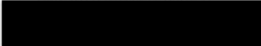
| | |
|---------------------------|---|
| Smart Bidding | Conversions are used not just for campaign measurement, but also as an objective for optimization. |
| Interaction Types | Three different types of ad interactions (CTCs, EVCs, VTCs), with CTCs and EVCs being measured differently but being reported indistinguishably. |
| AAP Ecosystem | Most conversion tracking takes place via certified 3P partners, via API rather than tracking pixels. |
| Installs vs In-app events | Different conversion events where to take credit for an in-app actions, we must also have gotten credit for the install. Potentially separated by significant time. |

Google

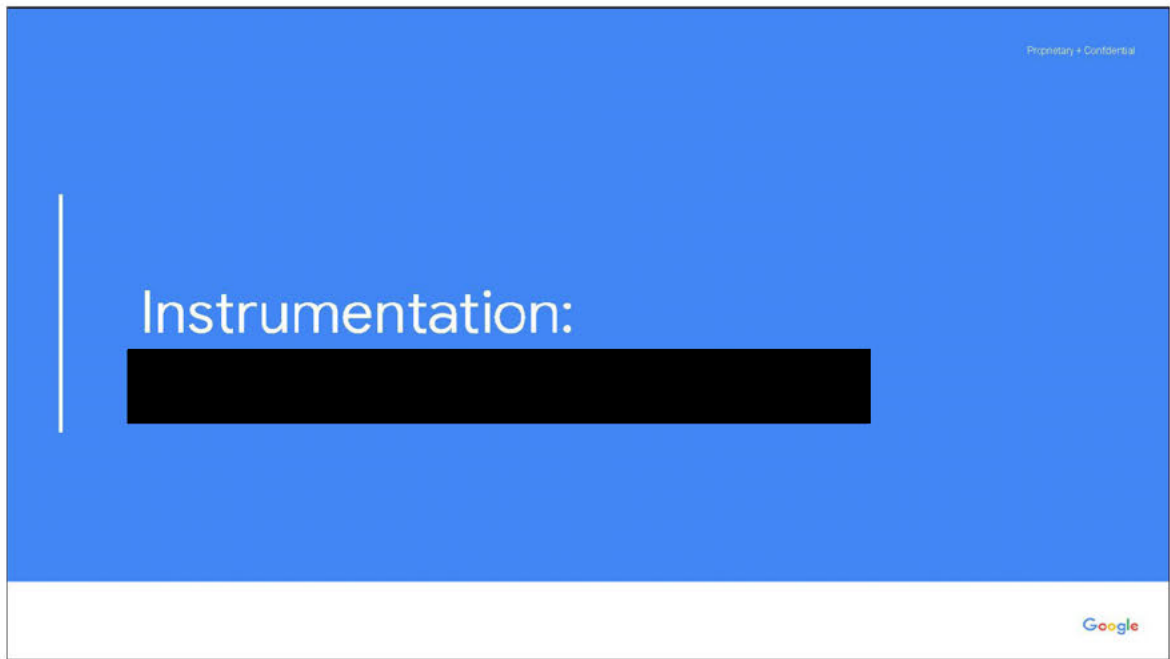
This is something new that we need to address, because app campaigns present new challenges, with conversion windows not just being a measurement feature, new types of ad interactions, and conditional attribution for conversion events.

App Measurement Lifecycle

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| Instrumentation | Metrics | Decisions |
|---|---|--|
| Tracking and Data Capture | Define Rules and Attribution | Evaluate and Act |
| Projects | | |
|  | <ul style="list-style-type: none">• EVCs• Conversion Windows  | <ul style="list-style-type: none">• Incrementality• GA Smart Data |

Google



GA4F [REDACTED] | What are we doing?

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Why do we need an [REDACTED] strategy?

- App campaigns are ML-based and rely on high-quality data
- Facebook pushed their SDK heavily (73% adoption*, 10x more app conversions tracked than Google) giving them a competitive edge
- Big industry changes such as GDPR call for more user controls and transparency and independence from device IDs

GA4F SDK solves for most of the above:

- Reliable data that helps improve ML-based bidding models
- Safe and transparent data collection (myactivity.google.com, opt.out) including GAIA
- Simplification for audience and campaign management

Commercialization strategy:

- Our top revenue-driving features are tied to the SDK as incentives (e.g. tROAS, similar audiences, audience exclusions)
- In the future we'll be making the SDK mandatory for top future ~\$1.5B bets like Appify and ACe.

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Asks

- Status of Current Work:
- Ask for Kishore's Team:

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[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] Non-Deterministic Tracking)

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- **Description of Topic:** To serve on iOS G.com Search with ITP, we have introduced modeled conversions. Not having deterministic tracking for modeled conversions has been a sales pain point.
- **Status of Current Work:** Ramping up launch to 100% (early Nov).
- **Benefit to Rest of Ads Org:** Test case for modeled conversions in Ads
- **Ask for Kishore's Team:** As modeled conversions become more prevalent, (ITP/loss of identifiers), what is our strategy for treating modeled conversions with advertisers?
 - Lack of deterministic reporting is the #1 reason for [REDACTED] opt-outs.
 - Specifically sending modeled conversions to 3P analytics providers.
 - Would we ever explore this? Perhaps as a GA-exclusive? Could ADH help here?
 - App Ads looking into conversion modeling for LAT users as well.

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Attribution:
EVCs, Conversion Windows, [REDACTED]

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EVCs: Engaged Views and Conversion Windows

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- **Description of Topic:** We count video engagements as click equivalent. [REDACTED]

- **Status of Current Work:** [REDACTED]

- **Benefit to Rest of Ads Org:** [REDACTED]

- **Ask for Kishore's Team:**

[REDACTED]

Google

[REDACTED] Cross-Campaign Attribution (DDA/MTA)

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- **Description of Topic:** Now that apps will have multiple campaign types, (installs/ engagement/ pre-registration), cross-campaign attribution is needed. [REDACTED]
- **Status of Current Work:** [REDACTED]
- **Benefit to Rest of Ads Org:** [REDACTED]
- **Ask for Kishore's Team:** [REDACTED]

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Evaluation and Actionability: Incrementality and Smart Data

Google

Incrementality: Conversion Lift for App Campaigns

Privacy & Compliance

- Description of Topic: [REDACTED]
- Status of Current Work: [REDACTED]
- Benefit to Rest of Ads Org: [REDACTED]
- Ask for Kishore's Team:
 - [REDACTED]
 - [REDACTED]

Google

GA4F Smart Data

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- **Description of Topic:** Using GA App + Web predictions to optimize Ads. [REDACTED]
- **Status of Current Work:** [REDACTED]
- **Benefit to Rest of Ads Org:** [REDACTED]
- **Ask for Kishore's David's Team:** [REDACTED]
 - [REDACTED]
 - [REDACTED]
 - [REDACTED]
 - [REDACTED]



Wrap-Up Notes / Als

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- **AI [SDK]:** Vlad to send Kishore 1-paragraph on [REDACTED]
- **AI [iDog]:** David and Kishore [REDACTED]
- **AI [EVCs]:** Kishore to loop David in on doc with Sissie and Nicky, regarding consistency in attribution principles, for different marketing objectives (regarding Apps EVCs)
- **AI [EVCs]:** Chris to keep Kishore looped in on EVCs ACM as FYI. (Nicky leading ACM effort from PM side)

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Appendix

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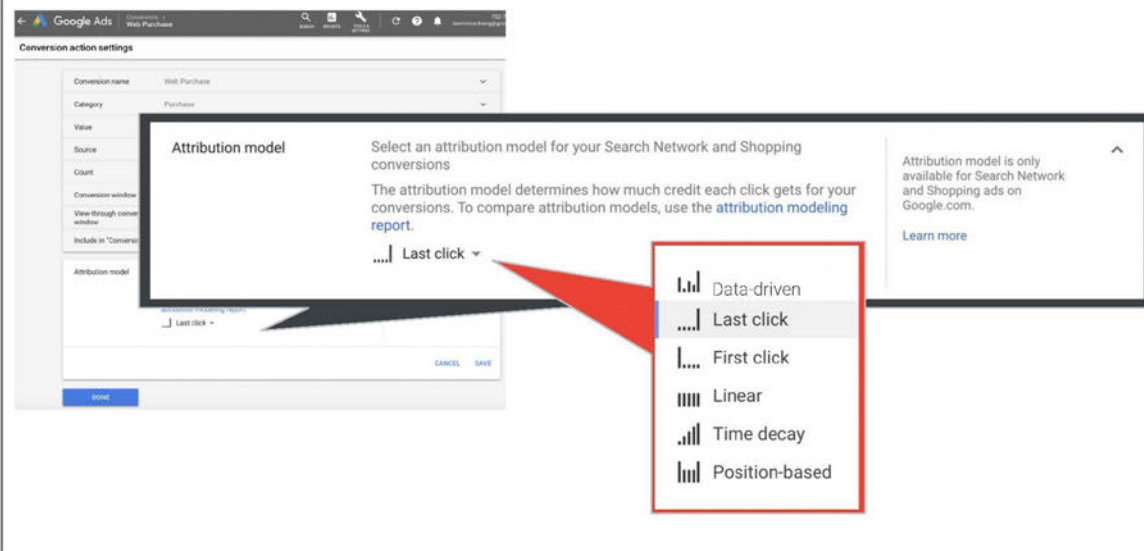
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Guiding Principles

- **Accuracy and fairness, always.** Core measurement principle.
- **Minimize cannibalization.** [REDACTED]
- **Advertiser happiness.** [REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

"Conversion Actions" for websites allow advertisers to edit Attribution model



(1) Propose that "Conversion Actions" for Apps also allow advertisers to edit the Attribution model for ACi Post Install Events

Google Ads | Conversions | In-App Purchase

Conversion action settings

| | |
|--------------------------------|--|
| Conversion name | In-App Purchase |
| Category | Purchase |
| Mobile platform | Android |
| Mobile app | Caterpillar - Search & Discover com.pesachuk Lumbee Inc. |
| Value | Use different values |
| Source | Google Play |
| Count | Every conversion |
| Conversion window | 90 days |
| View-through conversion window | 1 day |
| Include in "Conversions" | Yes |
| Attribution model | Last click |

CONF

CURRENT: Not editable

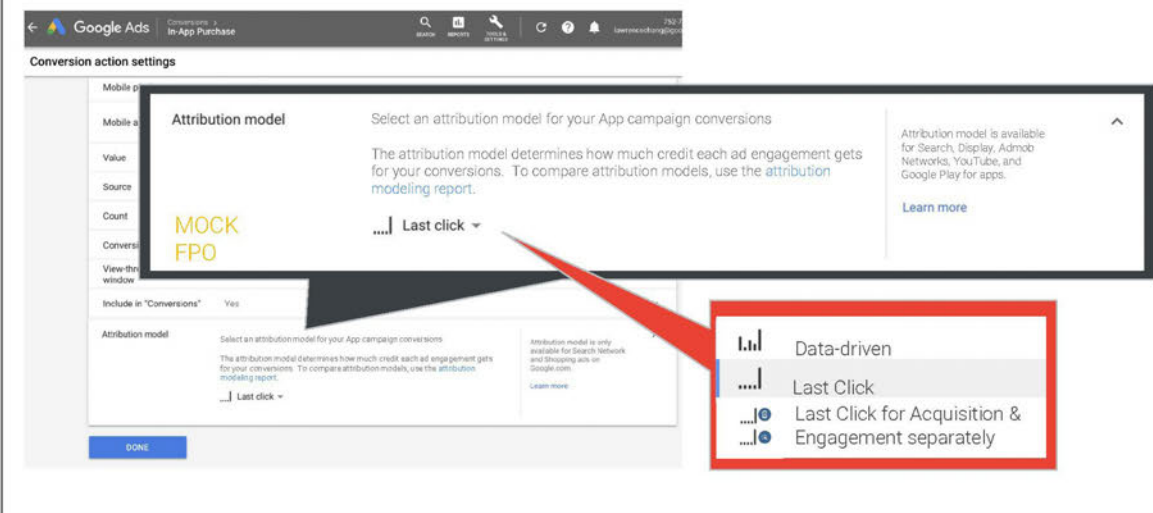
| | |
|-------------------|------------|
| Attribution model | Last click |
| Not editable | |

PROPOSED: Allow editing

| | |
|-------------------|------------|
| Attribution model | Last click |
|-------------------|------------|

PO

(2a) Attribution model for Apps includes option for “Last Click for Acquisition & Engagement separately” and “Data-driven” models



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Segments by all campaign types

Executive Summary - Apps Incrementality

Context:

-
-
-

Results / Takeaways:

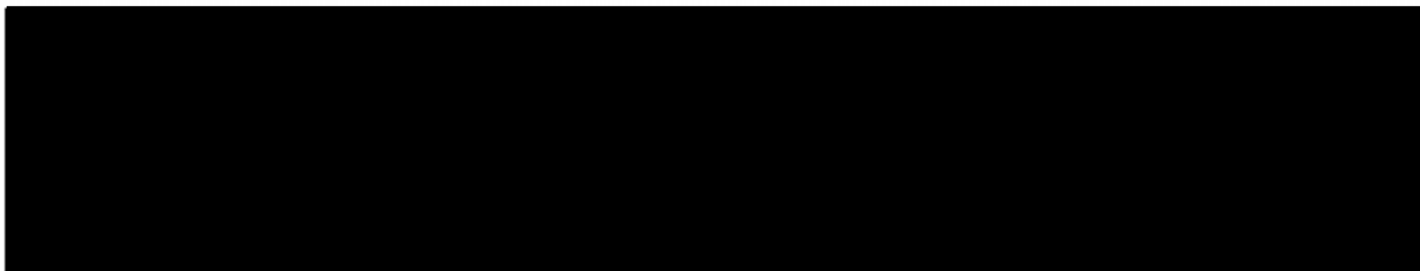
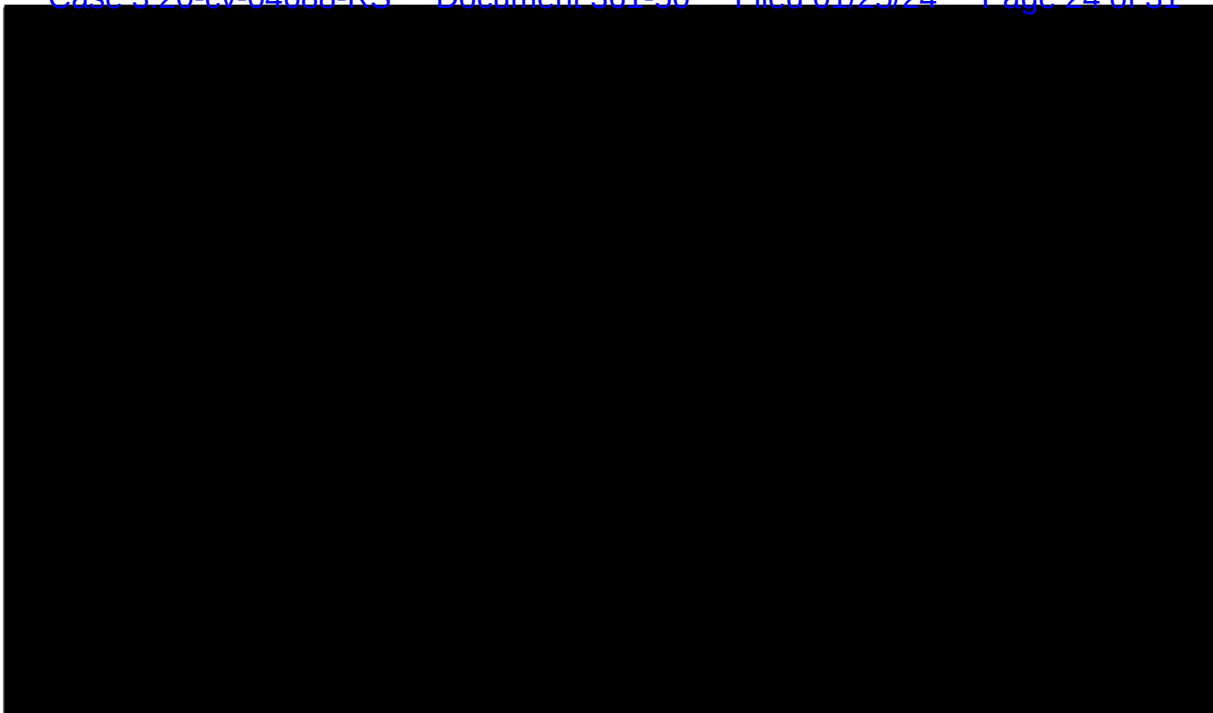
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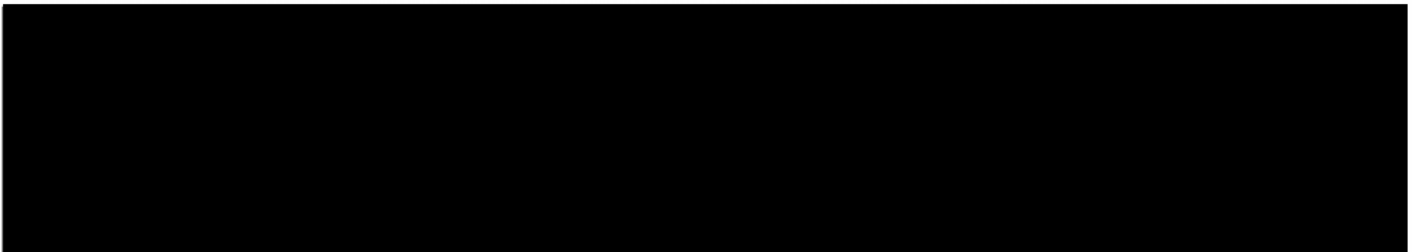
Next steps / Open questions for Jason/Karen/P-Steering:

-
-
-

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[REDACTED]





EVC Purpose: Align Measurement with Incremental Value

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How they count conversions

Click-through Conversions

Click-through conversions can be measured by using a first party tagging solution but further restrictions are coming to market

View-through Conversions

Conversions that rely on 3P cookies, like view-through and cross-device conversions, can't be measured in all browsers

How they value conversions

Attribution

Traffic from browsers with ITP/ETP enabled may be undervalued in attribution measurement, especially display & video media.

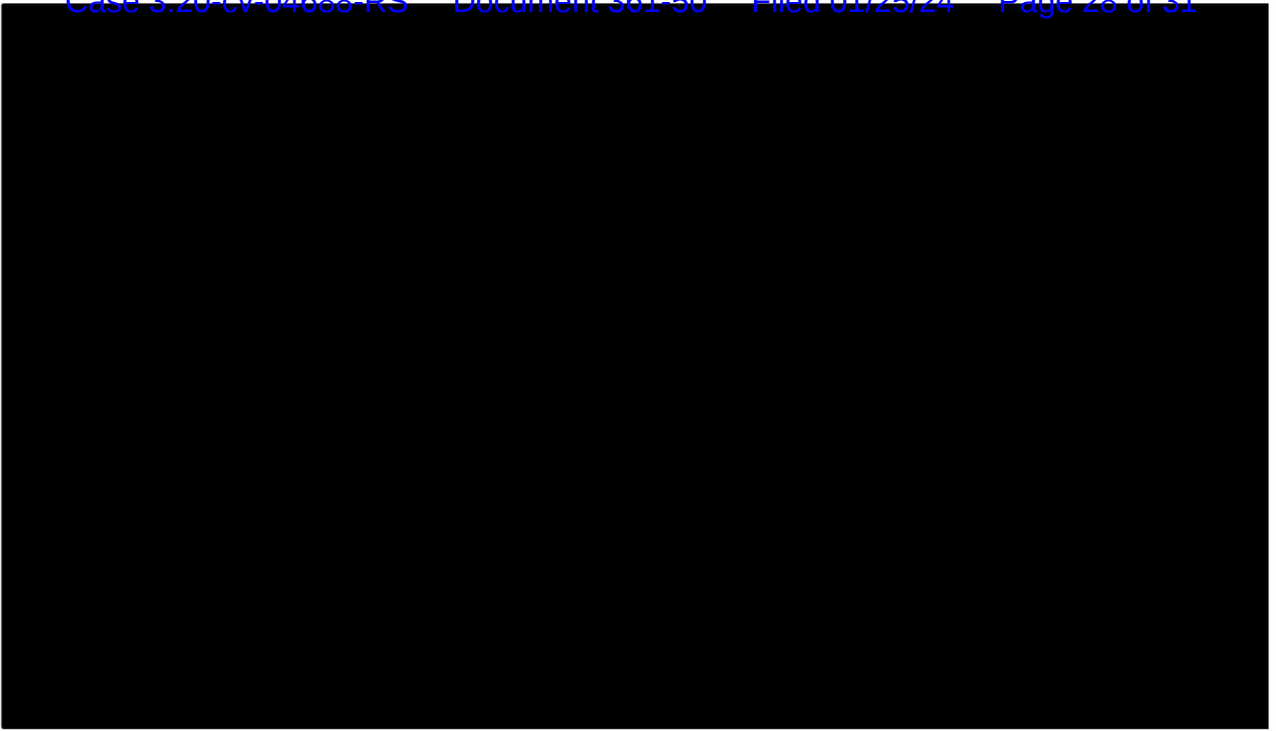
Incrementality

Incrementality tests that rely on view based metrics such as Conversion Lift and Search Lift do not work in all browsers

What is an EVC? A video engagement conversion; a conversion type considered as a click-equivalent such that users demonstrate intent by watching a video for 10s before converting.

Background
Pre-Read





What are EVCs and why were they introduced?



How were EVCs received in the market and why is this important?



Needs to align with giving more quality conversions to advertisers. They should see better long term impact as a result of aligning to incrementality.

Network allocation question is separate from the advertiser value question.

Topic

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